

MAIL TO:  
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<http://ag.ca.gov/charities/>

## COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

## ANNUAL FINANCIAL REPORT FOR 2005

(California Government Code Section 12593)

Failure to file annual financial report by January 30<sup>th</sup> annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



1403-21

## Name and Address of Commercial Fundraiser:

SD&amp;A Teleservices, Inc.

Name of commercial fundraiser

101 Continental Boulevard, Suite 400

Address of commercial fundraiser

El Segundo

CA 90245

City, State, and ZIP Code

## Name and Address of Charitable Organization:

CT No. 10288

F.E.I.N. No. 94-6088366

American Musical Theatre of San Jose

Name of charity

1717 Technology Drive

Address of charity

San Jose

CA 95110

City, State, and ZIP code of charity

Figures from (check one):

National Campaign ☐California Campaign ☒

Telemarketing

held (on) (from) 3/6/05

, 20 to 6/20/05

, 20

(Type of activity)

(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☐ Percentage ☒ Other ☐

If other, provide brief explanation \_\_\_\_\_

## 1. REVENUE

A. Cash contributions

\$6,970.00 A.

B. Entertainment sales or admission charges

B.

C. Sales from products

C.

D. Advertisement sales

D.

E. Membership fees

E.

F. Other sources: (Specify)

a. \_\_\_\_\_ Fa.

b. \_\_\_\_\_ Fb.

c. \_\_\_\_\_ Fc.

d. \_\_\_\_\_ Fd.

G. TOTAL REVENUE

\$6,970.00 G.

## 2. EXPENSES

A. Fees or commissions

A.

B. Salaries

B.

C. Payroll taxes

C.

D. Employee benefits

D.

E. Cost of merchandise for resale

E.

F. Cost of entertainment

F.

G. Postage

G.

H. Advertising

H.

I. Telephone

I.

J. Rental of equipment

J.

K. Facilities charge

K.

L. Permits

L.

M. Other expenses: (Specify)

a. \_\_\_\_\_ Ma.

b. \_\_\_\_\_ Mb.

c. \_\_\_\_\_ Mc.

d. \_\_\_\_\_ Md.

N. TOTAL EXPENSES

\$16,390.00 N.

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(California Government Code Section 12599)

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3. Amount to charity (subtract line 2N from line 1G) - \$9,420.00 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) \$0.00 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) \$0.00 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) - \$9,420.00 6. /

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "Yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

- (b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalty of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, this report is true and correct.

American Musical Theatre of San Jose  
200 - 2006 TeleFundraising Campaign

Total money received by	American Musical Theatre of San Jose	\$6,970
Total fees* paid to	SD&A Teleservices, Inc.	\$16,390
Total net to	American Musical Theatre of San Jose	(\$9,420)

Total fees and commissions paid to SD&A  
Teleservices, Inc. by American Musical  
Theatre of San Jose

\$16,390

Cost of Campaign:

salaries: agents and managers

payroll taxes

\$10,163

advertising and supplies

\$1,009

Cost of Operations:

\$276

operating expenses

Total expenses paid by SD&A

\$4,098

Teleservices, Inc. out of commissions  
earned from American Musical Theatre of  
San Jose

\$15,545

net

\$845

\*these expenses are percentages of Commissions  
based on SD&A Teleservices, Inc.'s operating  
ratios.

SD&A Teleservices, Inc. does not receive donated funds. All monies rec'd are as reported to  
SD&A Teleservices, Inc. by the charitable organization.